

SAMPLE FIRST PAGE OF A JOB-WINNING EXECUTIVE RESUME

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SENIOR EXECUTIVE SYNOPSIS:

**VICE PRESIDENT – Product Development, Software Development, Engineering
Emphasis on Internet related technologies for Software, Products or Services**

MULTI-INDUSTRY, PROFIT-GENERATING SENIOR EXECUTIVE with extensive Internet Technology experience. Hands-on senior-level background in software systems development and project management with demonstrated cross-functional team leadership. Adept at driving teams to deliver quality products while collaborating with executive management to formulate strategic guidelines. Effective personal interaction skills with the ability to work closely with non-technical clients to define business needs and product requirements. Expertise in product development from design and manufacturing perspective through software applications to position companies on a more competitive, efficient level. Spearheaded numerous 'industry-first' products from conception to launch. Unique skill sets (*see page 2 for more details*) necessary to enable businesses of all sizes increase and sustain market growth. Visionary innovator with a blend of technical and business savvy.

Noteworthy Career Achievements:

- Pivotal role in positioning a pre-IPO company for **42% annual global revenue growth** and **27% BT&B profits** for two major divisions.
- Managed and directed over **18 product launches valued at up to \$130 million each** from concept through fund raising and delivery, acquiring **over \$60 million in development funds**.
- Spearheaded development, set-up and launch of **two highly successful Internet based companies** within 36 months. Negotiated and structured sale of one company at **12 times initial market value**.
- Pioneered strategic initiatives to facilitate **double-digit growth of five IT organizations**.

Core Competencies / Technical and Business Expertise:

- | | | |
|---|---------------------------|----------------------------|
| ✓ Developing Platform Requirements | ✓ Overview Planning | ✓ Client Presentations |
| ✓ Market Analysis & Market Trend Analysis | ✓ Landscape Analysis | ✓ Product Strategy / R & D |
| ✓ Channel Distribution Strategy | ✓ Market Planning | ✓ Training & Development |
| ✓ Relationship Management | ✓ Technology Optimization | ✓ Revenue & Profit Growth |

Executive Qualifications Summary:

SOFTWARE SYSTEMS DEVELOPMENT: Over 15 years experience managing IT organizations. Pioneered development of first integrated team of end user developers in support of new Product Line.

PROJECT MANAGEMENT: Extensive experience managing processes, technologies and procedures. Delivered short organizational processes; identified trouble areas and executed productivity and efficiency.

TEAM LEADERSHIP: Successful in coordinating cross-functional corporations encompassing all aspects of definition, design, p

CORE TECHNICAL KNOWLEDGE: NT, OOA/OOD, Corba Parametric Design, Object Oriented Development including C Internet applications and JAVA, Cost Modeling, Metrics Trac Aided Design, HPUX, C, VM, IMS, Dec Alpha's, Client-S Network DBMS and Intellect.

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